



# Kestria for Camera di Commercio Italo Libica

Prepared by Allen Parker

**Kestria**

A photograph of three business professionals sitting on a light-colored sofa in a modern office lounge. On the left is a woman with blonde hair wearing a dark top. In the center is a man with dark hair wearing a dark suit and a blue patterned tie. On the right is a man with short brown hair wearing a dark suit and a light blue shirt. They are all looking towards the right side of the frame, appearing to be in a conversation. The background features large windows with a view of a city, a lamp, and wood-paneled walls.

**We understand your business  
*today* is not your business  
*tomorrow***

**Kestria**



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# Industry megatrends affecting your business

- New technologies, big data & AI
- Customer centric market
- Political disruptions



# Key challenges & opportunities

- Speed of change
- New roles appearing while others fading out
- Cultural diversity of global market

3.

# Leadership implication

- War for agile & adaptable talent who will embrace change & lead through ongoing transformation
- Cultural challenges - global talent acquisition is more complex than ever
- Trustful global search partner makes the difference

# World's largest executive search alliance

6

continents

40+

countries

90+

cities

**Kestria**



ALLEN PARKER

# With one *local partner* you can tap into a *global network* to find the best candidates everywhere.

Amsterdam, Cairo, New York, or Shanghai. Open the door to any of our partner offices and **meet a dedicated professional with a deep understanding of the local market** and instant access to a global network of contacts.

**Kestria**

  
ALLEN PARKER



# Fluent in *finding* leaders

**Kestria**

  
ALLEN PARKER



# Client-focused. Worldwide.

**Kestria**

  
ALLEN PARKER



# Global team of experienced business professionals.

**Kestria**

  
ALLEN PARKER



**As open, diverse and  
inclusive as your clients.**

**Kestria**

  
ALLEN PARKER



**50+**

**Nationalities**



**41**

**Languages  
spoken**



**52%**

**Female-led  
firms**



**Kestria**



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Deep expertise  
across sectors

**We understand what  
it's like to walk  
in your shoes.**



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A world map in a light blue color, overlaid on a darker blue background. Numerous small, circular location pins are scattered across the map, primarily concentrated in Europe and Asia, with a few in South America, Africa, and Australia. The pins are white with a blue outline and a blue shadow.

**40 000+**

**Completed assignments  
around the world**

**Kestria**

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# What our clients are saying

## The best service any organization can dream of

"Collaborating with Kestria UAE & Egypt was one of the best decisions we took in the last two years. We were supplied with the best C-Suite executives/candidates in the market. We received, by far, the best service any organization can dream of and with minimal if not no tension. Thanks, Kestria team!"



**Nihal Ibrahim**

*HR Director, Kellogg's Egypt*

## Extremely professional and responsive team

"We recently worked with Kestria on two searches in France the UK. Both led to a great outcome. Kestria consultants are extremely professional, communicative and responsive. They easily understood the DNA of our company. I would have no hesitation in recommending Kestria and look forward to working with them again in the future."



**Søren Christensen**

*Sales Director/CSO, Egholm*

## Kestria understands our unique culture and values

"Integer has partnered with Kestria to support us in several key strategic EMEA Executive appointments. Kestria understands our unique culture and values and has sourced and attracted high calibre, innovative, inspiring leaders who continue to champion Integer's ambitious growth strategy and our vision of enhancing patient lives worldwide."



**Julie Walsh**

*Global HR Director, Integer*

# Our expertise across sectors



**Agribusiness & Agriscience**



**Banking & Financial Services**



**Consumer & Retail**



**Education**



**Energy, Natural Resources & Infrastructure**



**Healthcare & Life Sciences**



**Industrial / Production**



**NGO & Not For Profit**



**Professional Services**



**Technology**

# The Kestria Way

Because the results matter.

## Completion Rate



98%

% of completed searches

## Repeat Business



80%

% of work representing repeat business with our existing client base

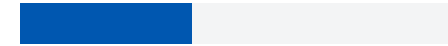
## Stick Rate



90%

% of candidates still employed by the client three or more years after being hired

## Promotability



40%

% of candidates promoted to more senior roles within the client company in the initial three years of employment

**How can we  
help you with  
your search?**

**Kestria**

# **Camera di Commercio Italo Libica**

**42**

**Countries where  
we can serve  
you locally**



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# Where do we meet?

## Americas

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Brazil  
Canada  
Chile  
Mexico  
Panama  
USA

## Asia Pacific

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Australia  
China  
India  
Japan  
Malaysia  
New Zealand  
Singapore  
South Korea  
Vietnam

## EMEA

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Austria  
Belgium  
Croatia  
Czech Republic  
Denmark  
Finland  
France  
Germany  
Greece  
Hungary  
Ireland  
Israel  
Italy  
Latvia

Luxembourg  
Netherlands  
Nigeria  
Norway  
Poland  
Portugal  
Romania  
South Africa  
Spain  
Sweden  
Switzerland  
UK  
Ukraine  
Zambia



Meet your  
local partner

# Kestria Italy: Allen Parker

**Kestria**

  
ALLEN PARKER

# Kestria Italy

We are a team of partners with vast individual experience gained in multinational manufacturing, service and management consulting companies, which allows us to fully understand our clients' dynamics, phenomena, and specificities.

[www.allenparker.it](http://www.allenparker.it)

**Kestria**

  
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# Kestria Italy

With over 20 years in senior roles, Giorgio Veronelli has specialized in Executive Search, RPO processes, Talent Management, and complex HR solutions. Prior to joining Allen Parker, Giorgio held executive positions at Manpower, focusing on Outsourcing and RPO models as Commercial Director and later as Regional Director. At Adecco, he was Director of Permanent Placement and Business Line Director, and at Michael Page, he served as Executive Manager overseeing various Business Units, including Finance, Banking, Tax & Legal, HR, and Executive. Giorgio holds an MBA from SDA Bocconi, completed an Executive Program at IMD, and has an IAOP (International Outsourcing Professional) certification, in addition to a degree from Bocconi University.

Giorgio is a member of the Kestria Executive Board and he also leads the Kestria Consumer & Retail Practice globally.



**Giorgio Veronelli**

*Managing Partner*

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# Kestria Italy: Allen Parker

## Our team



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